

EXHIBIT B

EXHIBIT A**Purchase Terms Sheet*****Effective Date:** 12/1/16**Vendor Name:**

#36 Nature's Answer

*(The name used will show on your invoices and which our Purchase Orders and checks will be addressed to.)***DBA:**

Nature's Answer

Brand Names:

Nature's Answer; The Organic Frog; Bioforce USA; Genceutic Naturals

See Attached Price List**Include the Pre-paid Price list****Payment Terms (options):**☒ 2% 30 net 60 ☐ 3% 10 net 60 ☐ Net 90*(Calculated on the date of receipt of product or receipt of invoice)***Minimum Assured Allowance:**

6.0%

*(Calculated as % of total Receipts for the fiscal year and reconciled year-annually)***Market Development Funds:**

2%

*(Calculated as % of total net Receipts for the fiscal year)***Customer Returns, Damage & Expired:**

Actuals

*(Monthly deductions based on actuals)***New Items Allowance:**

3 units of free fills per store for new items introduced

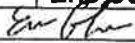
*(100% coverage by vendor to introduce a new item)***Markdown Coverage:**

100% coverage for products discontinued by vendor

*(100% cost coverage by vendor for products at stores, DC and/or in transit)***Sampling & Testers:**

100% coverage for product cost

*(Product provided at no charge or value is deducted)****This Exhibit A governs any purchase orders issued on or after the Effective date and supersedes and replaces any prior Purchase Terms Sheet****Additional Comments:** Nature's Answer and their family of brands also agree to a 6% reduction in cost of goods.

Vitamin Shoppe Procurement Services, Inc.		Vendor Representative	
Category Manager:	Eric Cohen	Name:	Steve Marada
Signature:		Title:	VP Brand Manager
Printed Name:	Day Gooch	Signature:	Steven Marada
Title:	VP/DMM		
Signature:	